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The International Shoe and Leather Weekly

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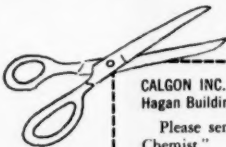
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LEATHER and SHOES

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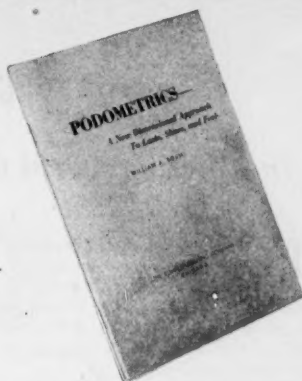
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A THOUGHT LEADER TAKES A BOLD STEP

The hard-hitting, thought and action leader of the shoe and leather industry, William A. Rossi, editor of "Leather and Shoes," has taken a bold step in "Podometrics," a new dimensional approach to lasts, shoes, and feet. Here's the kind of thing you know Dr. Rossi would do—he denies that shoemaking is a highly technicalized science and says that shoemaking can never become a truly scientific industrial process until it adopts an accurate system of lastmaking and shoe sizing.

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CHRISTMAS IS UNIVERSAL LOVE

In a hating world there is need to practice this profound truth

TODAY man's conscience is shaken as he hears or speaks out the age-old words, "Peace on earth, good will toward men." For this Christmas there is no peace on earth, and "good will toward men" stands everywhere in naked guilt.

And so it will be for endless Christmases until we have the courage to recognize the real purpose of Christmas, of life itself: Jesus and his commandment of love. "A new commandment I give unto you, that ye love one another as I have loved you, that ye also love one another. By this shall all men know that ye are my disciples, if ye have love one to another."

Unless the significance of Jesus' commandment suffuses our whole being, the entire intent and sense of Christmas becomes a mock festival.

Most Profound Challenge

The command to love one another remains the most profound challenge ever presented to man. It dwarfs all the challenges combined that have faced civilization. It is easy to embrace and love "mankind." But to embrace and love a personal enemy, a ruthless competitor, an evil man, or one who has done violence to you and your family, or just a casual acquaintance—no more supreme test of man's ability to rise above his emotions, instincts and mind has ever been conceived.

Yet it is done. And it is here where true greatness is found, where man amazes man. This is where, in God's perfect judgment, many humble, obscure men shine in brilliant greatness—while many of the "great" men, by man's imperfect appraisal of man, shrink to tiny size.

Our strivings today for world peace and good will toward men are futile without use of love. It is man's heart, not his wits or weapons, which makes true peace. As historian Arthur Toynbee comments, "Willing God's will is man's only way of overcoming a disharmony in human nature which is at the root of every crisis in human society. But man cannot will God's will without loving

LandS Editorial

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God as man is loved by Him. Love is the master key."

And Napoleon, who certainly knew times of international crises, also remarked, "Alexander, Caesar, Charlemagne and I myself have founded empires. But upon what do these creations of our genius depend? Upon force. Jesus alone founded His empire upon love. And to this very day millions would die for Him."

Only we ourselves, as individuals, hold the answers to peace and good will. Not through the shallow means of "tolerance," which is merely civil respect, but through love, which contains the warmth and power and self-denial to bring men together in lasting union in God's name.

For love is sheer self-denial. As philosopher Schopenhauer said, "It is just this not seeking of one's own things (which is everywhere the stamp of greatness) that gives to love the touch of sublimity."

Yet this love, this self-denial, is the most beautiful and gratifying experience known to man. Like faith, it is capable of producing phenomenal changes in man, in civilization itself. As Aristotle expressed it, "Love is subject to no dimensions, not to be surveyed by any art or engine."

God's infinite love is available to all of us—equally to saint and sinner. The only difference is that the saint absorbs it while the sinner repels it. Monsignor Fulton Sheen illustrates this perfectly: "The sun which shines on wax softens it; the sun which shines on mud hardens it. There is no difference in the sun, but only that upon which it shines."

Love is a self-generating force. It stems from within ourselves simply by attuning ourselves with the will and love of God. It then automatically flows out to other men so that Jesus' commandment, "that ye love

one another," is fulfilled, and man himself is filled with sublime gratification. But there are the countless cynics who become that way because they love shallowly, or are unloved. For them, the ancient Chinese sage Mencius had an answer: "If a man profess to love others and that love is not returned, let him examine himself as to his love of others."

Without Love

Without love, there is no meaning to Christmas, to life itself. Man's soul can no more live without love than can his body without food. Loveless man is a hollow man. If there is one justification for man's existence, one purpose for his being, it is love.

Without love there are two alternatives: a man must hate, or he is suspended negatively, neither loving nor hating. If he hates he soon burns out by the searing action of hate itself. If he neither loves nor hates, but remains spiritually impassive, he becomes inanimate, a bleak, meaningless creature to himself and to life.

In this season we now profess to pay homage to Jesus and the spirit of Christmas. If so, we must face the challenge of His words: "If any one love me, he will keep my word, and my Father will love him, and we will come to him, and make our abode with him."

If we are to resist hypocrisy during this Christmas season—and continually thereafter—then we must keep Jesus' word: His commandment to "love one another."

This is not to be seen as a duty, or as an act of fear or self-preservation. Love is its own reward—here and hereafter. St. Paul said it: "That eye hath not seen, nor ear heard, neither hath it entered the heart of man, what things God hath prepared for them that love Him."

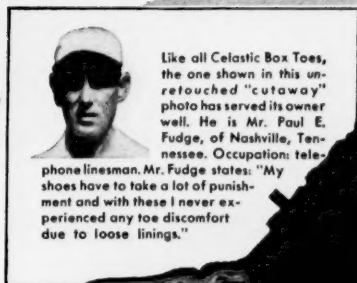
That applies as well to the mortal here as to the immortal hereafter. We have had nearly two thousand Christmases to repeatedly remind us of this profound truth. Perhaps at no time in all history was the need to embrace and live this truth more urgent than now.



It's a Rugged Job
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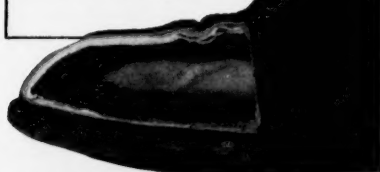
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Like all Celastic Box Toes, the one shown in this unretouched "cutaway" photo has served its owner well. He is Mr. Paul E. Fudge, of Nashville, Tennessee. Occupation: tele-

phone linesman. Mr. Fudge states: "My shoes have to take a lot of punishment and with these I never experienced any toe discomfort due to loose linings."



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LOW-LEVEL SHOE MONTHS ARE COSTLY

Resignation to a "two-season" business is costing us millions

IT HAS never been figured out statistically, but the peak-and-valley operations of shoe business, both at the manufacturing and retail levels, no doubt runs into costs or "losses" amounting to tens of millions of dollars annually. This is because the industry operates on a two-season basis.

Fixed costs remain at the same level during quiet periods as during busy periods. Thus there is a certain amount—and a large amount—of "waste" costs (non-profitable costs) during the quiet period. These costs annually take a bite out of shoe manufacturing and shoe retailing profits which amounts to tens of millions of dollars, as a rough estimate.

Now, Table 1 shows the monthly and seasonal variations in shoe production. We may divide these into three groups: (1) peak level (March and August); (2) medium level (January, February, September and October); (3) low level (April, May, June, July, November, December). It is interesting to note that there are only two peak-level months as compared with six low-level months.

Monthly Average

Now, let's use an index of 100 for the medium-level production months. And let's compare the low-level months in terms of indexes. We find these low-level months showing an index from a low of 85 to a high of 95. Percentage-wise, the "loss" on fixed costs in each of these months runs from a low of five percent to a high of 15 percent. The accumulated loss of these six low-level months amounts to 47 percent of the year's fixed costs.

By fixed costs is meant such items as rent, light, fuel, insurance, indirect labor, depreciations, administrative expenses, federal, state and local taxes, etc. These are evenly spread out over 12 months regardless of the factory level of activity in any given

month. Obviously, a fixed cost doesn't deliver its full performance or give its money's worth during low-

level months. Thus to what percentage the factory operates at below "normal" (index of 100) is the percentage of "waste cost" or "loss" that must be registered against these months.

Therefore, assuming that fixed costs in a given factory amount to \$200,000 a year, the "wastage" of 47 percent amounts to \$94,000.

This, of course, may appear to be over-simplifying the matter. It certainly is a simplification, and obviously there are numerous adjustments that must be made against these figures of "wastage." For example the "surplus" percentages accrued in the peak-level months might be charged off against the wastage of the low-level months, thus reducing the over-all loss. However, in the final analysis there is more wastage than surplus, and this must be written off as a loss.

Medium-Level Months

If we average out all the months for the year in Table 1, the average monthly index comes to 96.8, or 2.2 percent below the "normal" index of 100. Even if this small 2.2 percentage represents the net "wastage" on fixed costs due to lowered factory activity, it would still amount to a "loss" of about \$4,500 where the fixed costs total \$200,000.

The same situation exists in retail shoe business. Figures on retail shoe sales in all retail stores show two peak-level months (March and December); four medium-level months (May, June, September, October), and six low-level months (January, February, April, July, August, November).

Therefore, the same method of calculation could be applied to retail business to ascertain the amount of loss or "wastage" on fixed costs due to sub-normal sales activity.

Up to this point we haven't mentioned the "loss" of sales and production in the slow months. That is,

(Concluded on Page 32)

Table 1
Seasonal Variations In Shoe Output
(Average Month=100)

Months	Monthly Index	Aver. of mos.	% Waste costs
Jan. 1951	117	104	
Jan. 1950	92		
Jan. Postwar*	103		
Feb. 1951	104	102	
Feb. 1950	100		
Feb. Postwar*	101		
Mar. 1951	111	114	
Mar. 1950	118		
Mar. Postwar*	113		
Apr. 1951	100	94	6
Apr. 1950	83		
Apr. Postwar*	99		
May 1951	97	94	5
May 1950	94		
May Postwar*	93		
June 1951	95	95	5
June 1950	95		
June Postwar*	97		
July 1951	83	85	15
July 1950	87		
July Postwar*	85		
Aug. 1951	109	113	
Aug. 1950	119		
Aug. Postwar*	111		
Sept. 1951	93	101	
Sept. 1950	107		
Sept. Postwar*	105		
Oct. 1951	101	104	
Oct. 1950	108		
Oct. Postwar*	105		
Nov. 1951	91	92	8
Nov. 1950	91		
Nov. Postwar*	93		
Dec. 1951	84	92	8
Dec. 1950	88		
Dec. Postwar*	91		

*Postwar Average—1947-1951

Source: National Shoe Manufacturers Association
Based on Bureau of Census monthly production figures.

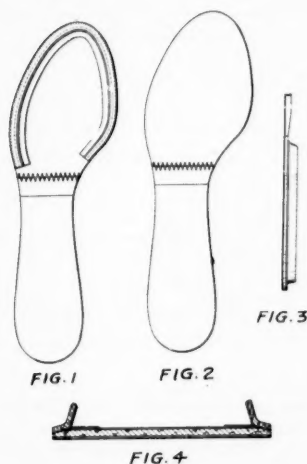
47%

NEW IDEAS IN SHOE CONSTRUCTION

Ways to achieve quality and economy in making footwear

CUSHION INSOLE FOR WELT SHOES

A brief step-by-step portrayal begins with Figure 2. Here is a joining together of two sections by means of zig-zag stitching. The material in the heel and shank portion may be quite heavy and inflexible. Even fibre board may be used properly. The idea of firmness in this part of the shoe insures a good foundation that in turn makes for long-lasting shoe shapeliness. Also, a firm and non-bending insole in this area of the shoe promises constant support of the instep and long arch, and a good anchorage for the heel.



The material in the forepart of this insole may be of light and flexible split, or any like material. It also may be of lighter iron than the heel and shank division. This suggestion of two different irons is shown in Figure 3. Note also how the back part of the insole is bevel-tapered to size.

The usual method of cushioning insoles may be employed as the next

development. By usual is meant a layer of any resilient material as cork, crepe, and the like. This cushioning material later requires a suitable covering of either upper leather or specially treated cloth.

The grain, top, side of the insole forepart is bevelled at the edges, as shown in Figure 4. The width of this bevel cut determines the positioning of the fabric rib also shown in this drawing.

Any suitable fitting room machine may be used in stitching on this rib. Figure 1 indicates how two rows of stitching bond the rib to the insole blank.

To assure firmness in the welting operation, a reinforcing tape is applied. In some cases, an overall spread of insole duck may be the better procedure.

Figure 1 shows this rib extending only from outside to inside ball. This makes a composite shoe in which the forepart is strictly Goodyear and the shank of the flat-last concept, either Littleway stitched or cement attached.

This combination makes possible high styling not within the scope of conventional Goodyears.

A shank as carefully integrated to a shoe as is this one promises exceptional comfort in women's shoes.

Other advantageous qualities might be noted in this construction, notably an absence of a stiff, unyielding T-beam ribbed insole, all with low production and labor cost.

Inventor: E. P. Reed & Co., Rochester, N. Y.; Pat. No. 2,598,296.

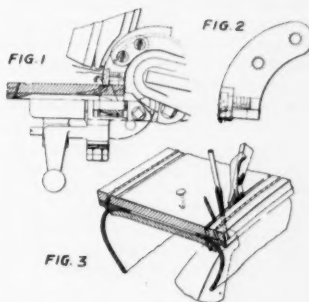
MACHINE TECHNIQUE FOR LITTLEWAYS

The prevailing popularity of the Littleway construction as an adjunct in the simulating of Goodyears makes the new machine technique illustrated here important. Figure 1 shows the ORL (Goodyear Outsole Sticher) fitted with a special presserfoot that

makes a groove in the outsole that later is Littleway-stitched to the flat-last bottom.

Figure 2 goes more into detail, showing how the presserfoot is fitted to the ORL, giving also the exact distance at which the groove is placed from the Goodyear stitching.

Now comes the process feature of this technique. This is based on the idea of first fair-stitching of a welt to a pre-fitted outsole, or it need not be so fitted. Anyway, all this is done on the ORL, including the making of the



inside groove shown in Figure 3. The fair stitching on of the welt is better shown in Figure 1.

It is to Figure 3 that one must turn for a graphic understanding of the importance of the groove. Here is indicated how the welt and outsole assembly have been cement-attached with a temporary bonding cement, all in preparation for the final bonding by the Littleway Sticher. And in order to bury the Littleway stitch deep into the outsole and away from wear the groove is important; for making a clean-looking bottom; and for placing the stitch evening from the Goodyear stitching, the groove meets the need. And this is good shoemaking.

Inventor: United Shoe Machy. Corp., Boston; Pat. No. 2,572,170.

REPORT ON TANNING PRODUCTIVITY

Composite report from 48 tanneries shows 2 percent drop in 1951

LABOR required to produce a unit (pound of sole leather or square foot of other types) of finished leather from raw hides or skins rose about two percent from 1950 to 1951, according to a study recently completed by the U. S. Labor Department. Although this rise occurred in a period of continued improvement of mechanization, there was also a simultaneous decline in total units produced owing to loss of sales.

Production declines had a more adverse effect on indirect labor than on direct labor inasmuch as the number of indirect workers does not change readily with changes in volume. When leather production dropped in 1951, the indirect labor expended per unit was higher than in the previous year; the same held true when production dropped in 1949.

In the past few years there has been a strong tendency to mechanize materials handling. Nevertheless, the loss of production volume more than offset the gains that resulted from better handling methods and equipment; and indirect unit man-hour requirements rose.

The combination of favorable and unfavorable factors influencing the level of man-hours did not affect all tanneries in the same manner or to the same extent. Consequently, there was substantial variation in the changes in unit man-hour requirements reported by individual tanners (table 3).

Total unit man-hours and indirect man-hours for leather increased between 1950 and 1951 for each reported type of leather that had a substantial decrease in total volume produced. This includes all types of leather studied except shoe side upper. The increases that occurred in direct unit man-hours for each type of leather also resulted mainly from a substantial decline in volume, but generally these increases in direct unit man-hours have been less than the increases for indirect unit man-hours.

TABLE 1

Man-hours per unit and output per man-hour, by type of labor, 1950-1951
(1947-49 = 100)

Type of labor	Indexes			
	Man-hours per unit		Output per man-hour	
	1951	1950	1951	1950
Total factory	96.7	95.0	103.4	105.3
Direct	96.4	94.8	103.7	105.5
Indirect	99.3	96.9	100.7	103.2

TABLE 2

Tanneries showing changes in unit man-hour requirements by percent of change, 1950-51 and 1949-50

Percent Change	Number of tanneries	
	1950-51	1949-50
Total	48	52
Increases:		
20% or greater	2	2
10% to 20%	11	2
0.1% to 10%	27	5
No change	0	0
Decreases:		
0.1% to 10%	6	29
10% to 20%	2	12
20 or greater	0	2

TABLE 3

Unit man-hour indexes by type of leather and by type of labor, 1950-51
(1947-49 = 100)

Type of leather	Total factory labor		Direct labor		Indirect labor	
	1951	1950	1951	1950	1951	1950
Sole leather, vegetable-tanned	102.3	100.4	99.3	100.2	113.7	98.2
Upper leather, side, chrome tanned	94.8	95.2	95.5	94.7	93.8	98.8
Upper leather, calf and kip, chrome-tanned	112.1	101.2	109.5	100.3	123.8	104.4
Upper leather, goat and kid, chrome-tanned	100.9	97.7	98.9	97.0	113.5	103.1



Chances for proposed merger of nation's largest shoe unions in near future will probably fade come 1953. This despite fact leaders of both United Shoe Workers of America, CIO, and Boot and Shoe Workers Union, AFL, are quoted more and more as favoring merger.

Merger idea was fine while Murray and Green—late leaders of CIO and AFL—were alive. Both had given OK and next step was up to various union leaders, who merely had to follow national union policy. Thus, both John J. Mara, president of Boot and Shoe Workers Union, and Russell Taylor, head of United Shoe Workers of America, had green light in recent merger activities.

Deaths of Murray and Green and election of Walter Reuther as CIO head and Tom Meany as AFL leader changed all this. Merger policy itself has not been changed as yet but fundamental indications are there.

Both Reuther and Meany must now face somewhat less sympathetic administration than did their predecessors. Result is they will devote energies to strengthening their own unions rather than working out merger. Difference in leader personalities also detriment to unification. Thus Reuther and Meany are not planning merger but rather building up rivalry between CIO and AFL.

End result will be national union policies calling for strong competition, raiding, new strikes, more aggressive tactics. All this is meant to reestablish union power following loss of face in recent national elections. Unions realize they have no easy task, want to build up their own power as fast as possible. This means merger or even union peace is out the window.

Both Taylor and Mara must follow national CIO and AFL policy. If policy calls for intensified rivalry, all good work of past year will be nullified. Both shoe union leaders were impressed by cooperative action during recent contract negotiations with International Shoe Co. and Brown Shoe Co. in St. Louis. However, they will have little choice if Reuther and Meany launch new warfare. An unfortunate circumstance since shoe industry as a whole stood to benefit from union merger.

Removal of U. S. embargo on Canadian cattle, slated for March 1, 1953, may hit unforeseen snags before that date. Principal barrier is new outbreaks of hoof-and-mouth disease now reported over the world.

Few people realize seriousness of situation. Yet reports of new outbreaks are drifting in every day. Possibility of worldwide epidemic is not too farfetched if current trend holds.

Most-publicized outbreak is that reported at Langney in Sussex, England a few weeks ago. At least 19 animals were destroyed and 15 square mile area quarantined. Whole of England had been freed of restrictions only a week before.

New outbreaks now reported in Austria, Belgium, Finland, and the island of Martinique. Reuters news service in Austria reports disease spreading once again after disappearing last fall. Latest figures show livestock on 886 Austrian farms infected. Belgian Government has just issued decree closing all Belgian livestock markets pending check on extent of disease in country. Finnish farmers in eastern and middle part of country are reported destroying cattle and pigs by hundreds. Disease suspected to have entered Finland via cattle food imported from Soviet Union—which means USSR also must have the disease.

If Europe breaks out in new epidemics, U. S. and Canada will have difficult time in keeping these shores free of disease. Even if they succeed, U. S. officials may well be leery about lifting Canadian embargo until more time has passed.

Bata Shoe Co. in Britain has announced 10% reduction in prices of certain men's and boys' leather footwear. This comes as surprise in midst of increases reported on U. S. market by both large and small shoe manufacturers.

Bata announcement said company was passing on to public "savings resulting from refinements in efficiency of production methods." No mention made of what refinements were. However, they were enough apparently to offset recent increases in leather costs. Bata added the reductions do not apply abroad.

OPS MAY REVISE HIDE CONTROLS

AGENCY TO SCRAP OLD PRICE CEILINGS

Claims Current Levels Have "Good Relationship"

A scrapping of the old price ceiling regulations affecting hides and skins, leather and shoes—in favor of a revised set—has been all but agreed upon by top officials of the Office of Price Stabilization.

A decision along these lines, while still to be made officially, appears to have wide agreement among top officials in charge of these commodities.

In fact, the agreement probably stands as the major result of the recent flurry of excitement at the OPS during the past few weeks over the possibility of reconrol.

As many at OPS see it, current prices of hides and skins, leather and shoes are in a good relationship to each other—a better relation than as set out in the price controls regulations, the basic structure of which was set up nearly two years ago.

Therefore, if price control is to be re-imposed on the industry, it should be based on prices that are close to today's as far as the relationship between the three levels of processing goes.

"If a freeze were put into effect as of today," one OPS official said, "there would be few squawks, few contract cut-acrosses, and prices would be at a generally fair relationship between hides and skins, leather and the final product.

Fewer Inequities

"There would be fewer inequities, less distortion, than if we went back to the old price ceiling regulations, in the event reconrol became necessary."

Any revision of the regulations, this official explained, should give preference to these points:

1—Sheep, horse and goat skins might be brought under dollar and cents price controls, at levels related to the prices of cattlehides and calfskins.

2—Leather might come under dollar and cents price ceilings, instead of being frozen, as under the previous regulation, at unusually high levels.

3—Cattlehide and calfskin price ceilings might be put at something closer to their present levels, rather

than the levels of the earlier price ceiling regulation.

While this policy has been all but agreed upon, there is no assurance that, in the final analysis, this is the way it will work out.

The OPS, apparently, has no regulations on the books for these commodities except the one that had been in effect until earlier this year. If it decided to put back controls on the commodities, it might not want to take the time to actually rewrite the regulations.

Again, a change often brings a protest, thus creating more hurdles for the OPS in any reconrol action. And the whole experience of the OPS indicates how difficult it is to roll back any prices.

Yet, if today's relationship is to be the base in any new price ceilings for hides and skins, leather and shoes, a rollback would be needed.

Leather Industries Chairman



George H. Meadley of Ohio Leather Co., Girard, O., who has been elected chairman of the executive committee of Leather Industries of America, leather promotional group. Other members of the executive committee named recently are Miss Polly Drew of Beggs & Cobb, Boston; Nathan P. Dworetzky, Toxaway Tanning Co., New York; Laurence L. Jones, Willard Helburn, Inc., Peabody; Donald H. McCree, Lackawanna Leather Co., Hackettstown, N. J.; Saul A. Nectow, A. C. Lawrence Leather Co., Peabody; R. H. Richards, International Shoe Co., St. Louis; and William Simpson, Amalgamated Leather Co., Wilmington.

GENERAL SHOE'S SALES AT NEW RECORD HIGH

But Taxes Keep Net Income Lower

Net sales of General Shoe Corp., Nashville, Tenn., for the business year ended Oct. 31, 1952, reached a new record figure of \$101,285,546, approximately \$1 million above last year's sales, totaling \$103,238,890.

However, net income for fiscal 1952, after taxes, amounted to only \$3,340,503, equal to \$4.11 per share of common stock. Net earnings last year, after taxes, were \$3,570,939.

Chairman Maxey Jarman noted that while earnings before taxes in 1952 were higher than the previous year, taxes in fiscal 1952 were "much higher."

"This good year came about in spite of the fact that we had about \$10 million less military shoe business this year than last year," Jarman stated. "Also, the average price per pair of shoes has been much lower this year than the previous year."

Lower Spring Prices

Jarman added that shoe prices for the coming spring are lower than last spring as a whole.

The company concluded its fiscal year on Oct. 31 by paying out its 81st consecutive dividend on the common stock. The rate for 1942 was \$2.50 per share. Dividends have been paid at this rate for the last six consecutive years, and have averaged about 62 per cent of the earnings available for common stock dividends during the past five years.

Of the 1952 earnings, \$1,913,572 was paid to stockholders and \$1,234,308 was re-invested.

Current assets of the business now amount to \$34,909,457 as against \$5,607,942 of current liabilities. Total assets, the report showed, are now \$42,748,829.

Jarman forecast increased volume and increased earnings for the year ahead. He based this forecast on the fact that shoe prices are low compared with other products, upon higher consumer income, intensive nationwide promotion and new styling in shoe merchandising, and upon a general atmosphere of confidence and optimism which is being felt nationwide "as the result of a change in government."

E. P. REED SOLD TO NEW GROUP

Abrams, Schlossman Among Owners

Sale of E. P. Reed & Co., Rochester shoe firm, to a group of businessmen headed by Ralph M. Abrams, president of Palizzio, Inc., and David R. Schlossman, Rochester shoe retailer, has been announced.

The firm had reputedly been negotiating for new ownership or a merger over the past few months. Sale price was not revealed.

Abrams and Schlossman reported that the plant would continue to turn out the women's Goodyear welts and Sbicca-Del-Macs it has produced in the past. Operations over much of this year have been curtailed, although Reed is reported to have orders for 50,000 pairs of shoes.

The new owners said the orders would be filled as soon as possible. Negotiations are underway with local officials of United Shoe Workers of America, CIO, for the recall of most of the company's former 400 workers.

Although "no material change in management" will be made, the new owners said, Guy Manley, Reed president, has resigned. Schlossman has been designated treasurer and temporary general manager while Abrams is vice president. A new president will be named shortly.

Profit-Sharing Party For Colonial Workers

Profit-sharing checks totaling \$50,134 were distributed to 252 eligible participating employees of the Hartnett division of Colonial Tanning Company at a dinner party held Wednesday evening, Dec. 10, in the Ayer, Mass., high school auditorium, attended by a capacity audience of tannery personnel representatives of the community.

It was the 14th consecutive semi-annual distribution for the Ayer leather workers, who are now beginning their ninth year without a single day's work interruption, and whose average pay for a 40-hour week with cash profit sharing is now reported at \$84.42, one of the highest in the industry.

Since the start in 1945 of Colonial's profit-sharing plan, \$529,633 has been distributed in semi-annual payments over and above going rates of pay, Edwin B. Coltin, executive director of profit sharing for the Colonial Tanning Company, stated. The company reports an active waiting list of more than 300 people.

Productivity has been boosted 42 percent since profit sharing was instituted, Coltin said.

James F. Lincoln, president of the Lincoln Electric Company of Cleveland, one of the nation's foremost profit sharing advocates, who is credited with paying the highest wages of any industrial employer, was principal speaker.

Salem Oil & Grease Elects Officers

Vance M. Smith was elected president of Salem Oil & Grease Co., Salem, Mass., manufacturer and importer of tanners oils.

Other officers elected at the fortieth annual meeting of officers and directors are Marquis S. Smith, chairman of the board; John J. Dooley, vice president in charge of sales; Dominic Meo, Jr., vice president in charge of manufacturing; Harold W. Pierce, treasurer; Robert L. Smith, secretary; and R. Dana Pierce, clerk.

Directors of the company are Marquis S. Smith, Harold W. Pierce, Vance M. Smith, Dominic Meo, Jr., John J. Dooley, Mary C. Collins and Harold R. Willis.

ST. LOUIS WORKERS WIN 4% WAGE INCREASE

Workers in all St. Louis area shoe factories under contract to the Boot and Shoe Workers Union, AFL, have been given a four percent wage increase under terms of a new contract signed by union and company officials.

Ben Berk, Midwest regional director for the union, said additional benefits, including an improved vacation plan, were provided by the new contract.

Berk said that the terms were patterned after those contained in recent new contracts signed with both International and Brown Shoe Co.'s.

Retail Shoe Sales Good In October

Retail shoe stores had their third best month of the year in October when total sales came to \$155 million.

This compares with \$143 million in October a year ago.

As for Group 11 retail stores alone, which operate 11 or more stores, retail sales in October came to \$53 million of the overall total. This is the same as October a year ago.

GOLDEN SHOEHORNS FOR 50th



Mrs. Mary Brouwer Hickman, president of S. J. Brouwer Shoe Co., Milwaukee shoe manufacturer, shows one of goldplated shoehorns presented each guest at the company's 50th anniversary dinner held recently in Milwaukee. Looking on are Weir Stewart (left), president of Marshall, Meadows & Stewart, who was guest speaker, and Ellis Brouwer, vice president and treasurer.

Wholesale Shoe Sales Up 3% In October

Dollar sales of shoe wholesalers during Oct. 1952 showed a gain of three percent over Oct. 1951 figures, the Census Bureau reports. This was based on reports from 33 leading wholesalers. However, Oct. figures were fully 14 percent below those for Sept. 1952.

Sales for that first 10 months of 1952 were one percent above those reported in the similar 1951 period.

Total dollar volume reported for Oct. by the 33 wholesalers was listed at \$28,660,000.

End-of-month inventories for Oct. 1952 were four percent less than those reported by 29 firms for the preceding Oct. However, they were 16 percent above Sept. 1952 end-of-month inventory.

Luggage Sales Show Gain In October

Retail sales of luggage and leather stores were five percent higher in

October of this year than in October a year ago, the Commerce Department reported.

The sales, measured in terms of dollar volumes, were 1 percent above September of this year, but for the first 10 months of this year, one percent below sales during the same period a year ago.

The department gave only percentage changes, no dollar figures on total sales.

Di Salle Finds Hide Prices Still Below Peaks

A statistical study shows that prices of hides and skins, leather and shoes, are well below earlier peak prices.

The study, made public by Michael V. Di Salle, consultant to the Office of Price Stabilization, was on prices of commodities on which controls have been suspended.

Di Salle put out the study in a statement recommending keeping of price controls, at least until the new administration takes over in Washington Jan. 20.

REGAL SEES SALES OFF 7% FOR YEAR

Dollar sales of Regal Shoe Co., Whitman, Mass., shoe manufacturer and retailer, for all of 1952 will probably fall at least seven percent below those of 1951, according to James F. Whitehead, Jr., president. Last year, the firm grossed \$10,277,520 through its 105 retail outlets.

Whitehead said the decline was due partially to a decline in military shoe contracts as well as poor civilian sales during the first half of 1952.

Contrary to recent trade rumors, the company does not contemplate a merger with another firm, Whitehead stated.

Profit for 1952 is expected to reach \$155,000 against a profit of \$226,857 a year ago. Inventory writedowns occurring particularly during the first half of 1952 were blamed for part of the decline.

KIDDIE KOLLEGE GOES INTERNATIONAL



Highlight of a recent "Kiddie Kollege" TV program, sponsored by Dr. A. Posner shoes, was a visit by children from United Nations member countries. Also appearing were Ben Lim, Korean delegate; Benjamin V. Cohen, member of the U. S. delegation, and Leila Mohan, daughter of the delegate from India (seated). Standing behind the guests are members of the "Kiddie Kollege" panel and Les Sand, master of ceremonies.

IMPORT OPPORTUNITIES

France — Tannerie Bochet & Dulau (sole leather tanner) reports it wishes to export direct first-class sole leather and butts, processed by "tannage lent," a slow tanning process. Write firm at Impasse Henry IV, Gelos, Basses-Pyrenees. Prefers correspondence in French.

South Africa — W. K. Croxton (broker) of 18 Green St., Cape-town, is offering to export direct South African solid wattle-bark extract guaranteed 62% to 64% tannin content with no additional charge for any tannin in excess of guaranteed minimum.

Netherlands — N. V. Lederfabriek "Noord Brabant" (manufacturer and exporter) wishes to export direct first class sole leather. Address 36 Julianastraat, Rijen N. Br.

• **All Time Footwear Mfg. Co.**, Manchester, N. H., manufacturer of women's and misses' California and cemented shoes, has filed petition to effect an arrangement under Chapter XI of the Bankruptcy Act. Assets are listed at \$453,339 and liabilities at \$595,035. Referee Joseph J. Betley has granted the firm's petition to remain in possession. Debtor's 100 percent plan has been offered, providing cash payment to creditors with less than \$200 in claims; payment to creditors; with claims over \$200 in five equal notes bearing four percent interest beginning May 1, 1953. Creditor's meeting was held Dec. 19 in Boston.

COMPO EARNINGS UP

Compo Shoe Machinery Corp., Boston maker of cemented-sole shoe manufacturing machinery and adhesives, reports for the nine months ended Sept. 30 net earnings of \$207,042 after allowance for U. S. federal income and excess profits taxes. This is equivalent to 67 cents per share on 309,287 common shares outstanding.

Net earnings in the same period of 1951 were \$148,286 or 48 cents per share on common stock.

During the 1952 period Compo machines were used by manufacturers to produce 61,129,063 pairs of shoes, an increase of 15 percent over the total of 53,139,202 pairs produced in the corresponding 1951 period, the company reports. During the eight months to August 31, 1952, production on Compo machines increased 12 percent while in the same period all U. S. shoe production increased 3 percent and production of women's and children's shoes increased 7 percent.

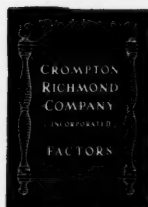
One of the company's customers has begun volume production of men's shoes by a newly developed Compo technique; Compo machines are already in wide use for manufacturing women's and children's shoes.

INDUSTRY LEADERS BATTLE BIGOTRY



Prominent leaders of the nation's leather and shoe industry are shown at a special breakfast meeting held in behalf of the Joint Defense Appeal recently in New York. Left to right are Kivie Kaplan of Colonial Tanning Co., Boston; Arnold Foster, Civil Rights Director of the Anti-Defamation League of B'nai B'rith, who discussed problems of anti-Semitism and religious bigotry; Jack Schiff of Shoe Corp. of America, Columbus, O.; Julius Loewenthal, National IDA Trades and Industries Chairman; and David L. Slann of Butler's, Inc.

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Can a business grow faster with Crompton Factoring Service? Hundreds do . . . because this service helps to generate capacity for sound growth.

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HIDE FIRMS FACE EXPORT PENALTIES

Sklut Denied License For 30 Days

Sklut Hide and Fur Co. of Wilmington, Del., and its treasurer, Morton Sklut, were denied all export privileges for 30 days for violating export controls in a proposed shipment of kipskins to Japan, the Office of International Trade announces.

OIT added that the comparatively short suspension was ordered because of extenuating circumstances including the fact the firm does not regularly engage in export and its officers have had little experience with export control regulations.

LEATHER AND SHOES learned this week that three other hide and skin firms have already pleaded not guilty to Government charges that they misused export licenses to send hides and skins to Japan.

Names Withheld

The hide and skin firms—two in New York and one in Philadelphia—have not been named by the OIT as yet. Three others, including Sklut, have already admitted their guilt in cases involving some \$887,000 worth of hides and skins, says OIT.

Pleas of the firms involved will be placed before a compliance commissioner at the OIT which, at the time of the alleged violations occurring between Dec. 1950 to June 1951, was allocating hides and skins.

The names of the companies, whose cases are to come up one by one, as separate matters, may never be made public, if the companies win. On the other hand, a conviction would mean denial of export privileges, and publication of the names.

A review of the whole case, one of the major ones before the OIT in recent years, shows a hide and skin firm rich with Japanese orders for hides and skins at a time when the government was restricting exports. And at the same time, the highest prices in recent years added fire to the drive to fill those orders.

Holding the orders were Leonard Schmerer and his two New York firms, Leonard Schmerer & Co., and Sherman International Ltd.

Unable to fill the orders completely, the firm contacted five other hide and skin firms, according to the government, and arranged a deal whereby they would help get 22 more export licenses from the OIT, covering 37,000 hides and skins valued at \$887,000.

By a fluke, H. Elkan & Co., New York and Chicago, one of the most respected hide and skin firms in the country got into the case.

According to OIT, the Schmerer people using the name of Elkan, asked the government for 12 export licenses covering 20,590 hides valued at \$500,000. At no point does the OIT say Elkan knew anything about the matter.

No Official Knowledge

In suspending Elkan's export privileges for 60 days the OIT said even though officials may not have known about Schmerer's application, they should have known. Further, the statement said, only two of the licenses were used, and a former employee of the company may deserve the chief blame, if any, as far as Elkan goes. The suspension was announced May 26.

Four days later, the OIT suspended export privileges of Sidney Westheimer, Long Beach, N. Y., for 15 months, explaining that he had been a vice-president of H. Elkan & Co. and had a hand in an application for 12 export licenses in Elkan's name, to be used by another hide exporter.

The Schmerer firm, meanwhile, first came to public attention Sept. 25, when the OIT suspended its export privileges for 15 months. The suspension applied to Leonard Schmerer and his two companies. Further, Simon Kaplan and Julia Considine, employees, were denied export privileges for two months.

On Dec. 11, another firm was named—Sklut Hide and Fur Co., along with treasurer, Morton Sklut. The Schmerer firm applied for an export license, using Sklut's name, which covered 1385 kipskins valued at \$19,950. The license was issued, but not used and subsequently surrendered. The Sklut firm, said the OIT, was new to the export business, and under the belief it, rather than Schmerer, would export the kipskins.

While three firms admitted many of the government charges and consented to license suspension, three others are pleading innocent, the OIT says.

In one of these cases, the Schmerer people, using the name of a Philadelphia firm, filed for and got two export licenses covering 4300 hides and skins, said OIT. The licenses were used by Schmerer.

The other two cases, involving New York firms, have to do with giving up to Schmerer "for a consideration" valid export licenses issued to the New York firms.

Joins Whittemore



Saul Palais, one of New England's foremost chemists and active in several leather finishes and chemical companies, who has become affiliated with Whittemore Shoe Polishes Co., now of Fayette, Ala. Palais recently turned over his controlling interest of American Resinous Chemicals Co. to American Research and Developing Corp. He is also controlling factor in Bay State Chemical Co., M.G.H. Chemical Co., Keiner Co., and C. L. Hawthaway.

Now With Compo



Arthur Lerner, well-known research chemist, who has been appointed to the Research Staff of Compo Chemical Co. in Boston. The company's increased activity in the adhesives and compounds field has necessitated further expansion, according to officials. Formerly a member of the Research and Development Staff of Armstrong Rubber Co. and the Fisk Tire Division of U. S. Rubber Co., Lerner has had 12 years' experience in the research field of rubber, plastics and allied products.

NEW ENGLAND FOREMEN NOMINATE OFFICERS

Members of the New England Shoe Foremen's and Superintendents' Association have nominated Hyman Stahl as president for the coming year.

At a general meeting held recently in Boston, Stahl's name was submitted by the nominating committee and that of Charles Christopher from the floor. Later Christopher announced that he would not accept the nomination in the interests of the Association.

Other nominations, tantamount to election in the absence of opposition, included: Emanuel Wenzley, Ephraim Lederman and Arthur Quinn, vice presidents; Louis Lulow, treasurer; Harry Kimball, secretary; John Cocozella, financial secretary; and David Berg, Benjamin Fish, Irving Zamcheck, Joseph Rubin, Isaac Norman, Paul Morelli, Louis Marder and Anthony Progress, directors.

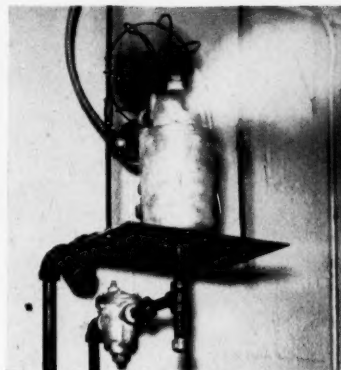
Promoted At Colonial



George A. Silva, manager of Colonial Tanning Co.'s Shoe Split Division and superintendent of the physical department, who has been appointed a vice president of the firm by the board of directors. Silva has had wide experience in the leather and shoe trades, having been associated formerly with A. G. Walton Shoe Co., Inc., and Bristol Patent-Keystone Kid Co. He has been with Colonial for the past nine years.

• A survey of "loss leader" practices in retail business in Canada, including the footwear industry, has been undertaken by T. D. MacDonald, Director of Investigations and Research for the new Anti-Combines Commission. Letters have been sent to representative groups and manufacturers as well as retailers across the nation.

There are lots of ways to Humidify your Plant



...BUT THESE
COMPANIES THINK
**ARMSTRONG
STEAM
HUMIDIFIERS
ARE BEST**

• **BROWN SHOE** Company uses Armstrong Steam Humidifiers in *fifteen* plants. International Shoe uses them in *seven* plants. U.S. Shoe Corporation uses them in *four* plants.

A. F. Gallun & Sons says, "... 45% relative humidity is maintained, eliminating inferior appearance, strength loss, weight loss and cracking of thick leather." Eagle-Ottawa Leather says, "... have entirely eliminated static discharges in Spanish Rubbing." Griess-Flieger Tanning says, "... now possible to maintain exact relative humidity ... eliminate maintenance and erratic control of previous method."

Armstrong Humidifiers introduce clean, dry steam directly into the atmosphere, automatically maintain any desired humidity within 1% or 2%. They are easily hooked into existing steam and electrical systems, cost from a few pennies to perhaps \$1.00 per day to operate depending on size of unit. A unit capable of humidifying up to 40,000 cu. ft. lists at only \$182.25 complete with control. *Why delay? Send for Bulletin 1774 giving complete details and prices.*

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Bates Shoe Co.
Brown Shoe Co.
Canada West Shoe Co.
Cannon Shoe Co.
Chicago Rawhide
Curtis Shoe Co.
Charles Cushman Co.
Dartmouth Shoe Co.
Davis Leather Co.
Diamond Shoe Co.
Eagle-Ottawa Leather
Eberle Tanning Co.
Endicott-Johnson
Fried Ostermann Co.
Geo. Fromer Co.
A. F. Gallun & Sons
L. H. Hamel Leather Co.
Howes Leather Co.
Hubbard Shoe Co.
International Shoe Co.
A. C. Lawrence Leather Co.
B. L. Marble Chair Co.
Mutual Shoe Co.
Ohio Leather Co.
Page Belting Co.
Pantastote Leather Co.
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**Bookkeepers...
Bakers...
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Americans Are Rolling Up Their Sleeves!

**YES, ALL KINDS OF PEOPLE
ARE GIVING BLOOD SO THAT
OUR WOUNDED MAY LIVE!**

• Today, the blood of a Boston bookkeeper may be flowing through the veins of a wounded kid from a Kansas farm... the blood of a pretty Southern housewife may have saved the life of a grizzled leatherneck. For, blood is blood, a God-given miracle for which there is no substitute... and when a man's life hangs in the balance and blood is needed, there is nothing else to take its place!

Right now the need for blood is urgent. In hospitals—at home and overseas—

many men require four and six transfusions during delicate operations. And the blood *must be there*—when it's needed. So give the most precious gift of all—*your blood!*

Be assured that giving blood is neither difficult nor distressing. And what a thrill there is in knowing that you've performed a really unselfish act! So call your local American Red Cross today and make an appointment. And tell your friends and neighbors about your experience. Let them share the wonderful feeling Americans get when they roll up their sleeves—and give blood.

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**WHAT HAPPENED
TO THAT PINT OF
BLOOD YOU WERE
GOING TO GIVE?**



Call Your American Red Cross Today!



MILITARY BIDS AND AWARDS

Leather Chamois

December 26, 1952—Invitation No. NY-3K-43332—5,854 leather chamois; alternate bids on type 1 or type 2; specification KK-L-167a of November 2, 1951; opening 2 p.m. at General Services Administration, Region 2, Business Service Center, 250 Hudson Street, New York 13.

Orthopedic Shoes

December 31, 1952—TAP-30-352-53-32—6,087 ea. orthopedic, convalescent shoes; FOB Destination, St. Louis Medical Depot; 100% domestic pack. Delivery as soon as possible but not later than March 13, 1953. Opening, New York 11 a.m. This procurement for ASPMA requirements.

Felt Insoles

January 6, 1953—TAP-30-352-53-91, covering invitation to bid on 344,160 pairs of x-large felt insoles. Stock No. 72-I-580. Opening in New York at 12 noon. Delivery of 101-160 pairs during Feb. through April 1953 to Auburn General Depot, Auburn,

Wash., and 243,000 to Schenectady General Depot during same period.

AWARD OVERSHOES

The Armed Services Textile and Apparel Procurement Agency of New York has awarded U. S. Rubber Co., Naugatuck, Conn., contract for 48,000 pairs of men's rubber overshoes, high, 5-buckle fastening, M-45, as covered in TAP-30-352-53-6. Price range was \$3.21 to \$3.39 with total dollar value of \$159,574.68.

AWARD KNEE BOOTS

U. S. Rubber Co., Naugatuck, Conn., has been awarded contract to make 9,000 pairs of knee wader boots, M-1945 under invitation TAP-30-352-53-9. Price bid is \$6.69 per pair with total dollar value of \$60,210.

WELDER SLEEVES

Eleven manufacturers submitted quotations under ASTAPA Invitation TAP-30-352-53-34—395 pairs welder's sleeves, chrome-tanned, cowhide or steerhide leather, with leather thongs for holding sleeves in place; a) 15 pr. for San Pedro; b) 215 pr. for Oakland; c) 165 pr. for Mare Island.

The low bid came from Al-Jay Mfg. Co., Philadelphia; a) 2.77; b) 2.71; c) 2.71; sixty days acceptance, 1% in 20 days.

OPEN LEATHER BIDS

Five leather manufacturers submitted bids at the opening of TAP-53—ASTAPA Invitation calling for three leather items: 1) 148 skins of black tooling leather, calfskin; 2) 172 skins of sheepskin tooling leather; 3) 257 black sheepskin leather lining skivers.

Connecticut Leather Co., Hartford, Conn.; 1) approximately 1,998 sq. ft., .779; 30 days acceptance, 1/2 of 1% in 30 days.

Brindis Tanning Co., Haverhill, Mass.; 2) 1,376 sq. ft., .2149; 3) 2,313 sq. ft., .1389; 60 days acceptance, 2% in 20 days.

M. Pollet & Sons, Inc., N. Y. C.; 2) 1,300 sq. ft., .28; 30 days acceptance, 2% in 30 days.

Continental Leather Import Co., N. Y. C.; 3) 1,840 sq. ft., .175; 20 days acceptance, 2% in 30 days.

A. F. Gallun, Milwaukee, Wisc.; 1) 1,900 sq. ft., .765; 25 days acceptance, 2% in 30 days.

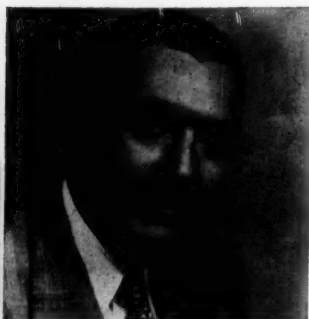
We extend the heartiest
Season's Greetings
to

our friends in the trade

BOSTON MACHINE WORKS CO.
LYNN MASS. U.S.A.



• **William L. Bond** has been appointed New England sales representative for Colonial Tanning Co. of Boston. He replaces Harvey N. Deer-



field who has been called into the armed services.* Bond has been with Colonial for the past 24 years and has had experience in patent and side leather, suede calf and the firm's export divisions. He will represent Colonial in all leather divisions.

Other new officers of the New York Superintendents' and Foremen's Association are **Harry R. Levy**, **Irving Bederson** and **Al Sorace**, elected first, second and third vice presidents, and **Jules Schneider**, assistant treasurer. Outgoing president **Moe Rosner** was automatically appointed a trustee. **Charles Dinolfo** is new president (see L&S, Dec. 6 issue). All officers will be installed at the Jan. inauguration party to be held in the Hotel Granada, Brooklyn.

• **Ralph E. Colby** has been appointed contract sales manager of Goldsmith Leather Co., Newark tanner of reptile leathers, according to **Bernard Goldsmith**, president of the firm. Colby, formerly plant manager of Ziegel, Eisman & Co., Newark tanner of kangaroo leathers, takes over his new duties on Jan. 1, 1953. **Henry C. Goldsmith**, president of Ziegel, Eisman, takes over Colby's former duties.

• **George A. Chase** has been appointed Market Analyst for Compo Shoe Machinery Corp., according to Charles W. O'Connor, president. A graduate of the University of Massachusetts, he was formerly industrial market analyst in the Market Planning Department of Westinghouse



headquarters in Pittsburgh where he was in charge of all industry surveys and studies. He will be in charge of Compo's newly-created sales and market research section.

Tefft Takes Over Sales At American Cyanamid

Appointment of William F. Tefft as sales manager of American Cyanamid Co.'s Leather Chemicals Group was announced this week by A. Scharwachter, manager of the Leather Chemicals Group.

Tefft succeeds Ralph E. Nelson, who has resigned his Cyanamid post to join Beggs & Cobb, Inc., Winchester, Mass., tanner. Nelson will be connected with the firm's tannery operations.

Tefft was graduated from the Pratt Institute School of Leather and Tanning Technology in 1932. Prior to World War II, he was associated with several large tanneries. He joined Cyanamid after wartime service with the Army Quartermaster Corps and has served as Technical Service Representative for tanning chemicals in the Midwest area. He will make his headquarters in Chicago.

ADVERTISING DID IT

"A good product properly advertised can't miss," says Harry Weinbaum, advertising manager of Palco Chemical Co., Charlestown, Mass., manufacturer and distributor of shoe chemicals.

"When we introduced our All-Purpose Suede Finish last summer, we had a good product and told the trade about it in a simple straightforward manner. Results have been unusually satisfactory.

"Leading shoe manufacturers all over the country sampled and then bought in quantity. Our advertising in the trade press alone brought us orders from shoe manufacturers in 14 countries. Having full confidence in the wider possibilities of Palco All-Purpose Suede Finish, we packaged it for consumer use and it is already selling as a retail item in 20 states."

THE ANILINE STORY

The fascinating story of aniline, man's first commercial synthetic organic chemical, which plays so important a part in man's everyday life, is told in a new brochure, "The Aniline Story," just issued by Allied Chemical and Dye Corp.'s National Aniline Division.

Initially responsible for unlocking the doors to our vast synthetic dye industry, aniline has also become an important raw material in the manufacture of drugs, photographic film, rubber tires, explosives, rocket fuels and many other products. Allied Chemical's booklet describes its many present uses and future possibilities.

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IS THE RESULT OF 88 YEARS EXPERIENCE

THOMAS TAYLOR & SONS
HUDSON, MASS.

LEATHER SALES SPOTTY WITH PRICES SOMEWHAT EASIER

Tanners Report Fewer New Orders, Keep Busy On The Old

Still some activity in calf, kip, sides and patent leathers. Other selections show definite slow-down. Prices mixed.

Sole Moderate

Volume of sole leather sold this week well below level of past few weeks. Still, tanners report a little more business than normal for the season, keep busy on heavy volume of recent orders. So much leather has been sold in recent weeks that most tanners cannot promise delivery until well in Jan. Immediate delivery, wanted by some shoe manufacturers, very difficult to find.

Declines of past three weeks in heavy sole hides has weakened price position of tanners. Lists are generally unchanged but there is more price pressure from buyers. Thus lists are not accurate indicator of sales prices. The 9/10 irons are sought below 58-60c quoted; 10 iron and up move very slowly above 55c. Medium bends 63c and down. Lights more interesting below 72c.

Sole leather tanners of Philadelphia say things going along just about the same as they have been for the past few weeks. Business, described as generally good, has taken no drop as had been anticipated for

this time of the year. Findings remain the dull spot in the situation. No change in prices.

Sole Offal Quieter

Conditions reported in bends market prevail here also. Steer and cow bellies still quoted up to 26c or so but sales are at 25c and below. Single shoulders with heads off quoted around 47c but find more interest below this. Double rough shoulders still move fairly well with emphasis on 54c and down for best lights. Better business 52c and down for welting stock. Waist belt stock a few cents above this.

Not too much doing in shanks and heads. Fore shanks last listed at 15c and down, hind shanks around 17c. Heads quiet at 16-17c and below.

Calf Still Good

Surprisingly good volume of calf leather continues to move in Boston with tanners well satisfied over present business. Most are hard pressed to fill tremendous volume sold over past 2-3 months, sell now into Feb. Shoe manufacturers more interested now in immediate delivery, have difficulty in finding anyone interested.

Women's weight smooth calf noticeably slower but prices unchanged. Steady skin market gives tanners no

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1951 HIGH
CALF (Men's HM)	85-1.11	85-1.05	75-95	1.18-1.35
CALF (Women's)	80-1.03	80-95	60-89	1.15-1.30
CALF SUEDE	85-1.10	85-1.05	80-1.00	1.30-1.40
KID (Black Glazed)	75-90	75-90	70-1.05	80-1.25
KID SUEDE	80-96	80-96	70-95	70-1.02
PATENT (Extreme)	56-60	56-60	55-80	70-86
SHEEP (Russet Linings)	18-30	18-30	16-30	20-35
KIPS (Combination)	55-58	54-58	52-56
EXTREMES (Combination)	54-56	52-56	50-54
WORK ELK (Corrected)	38-44	36-44	44-46	68-73
SOLE (Light Bends)	68-72	68-72	75-78	1.02-1.08
BELLIES	24-25	26	25-28	64-68
SHOULDERS (Dble. Rgh.)	50-55	50-55	58-64	93-1.02
SPLITS (Lt. Suede)	34-38	34-38	36-38	40-45
SPLITS (Finished Linings)	24-26	23-25	15-20	26-30
SPLITS (Gussets)	18-20	16-18	21-26
WELTING (½ x ½)	7½	7½	12½	13½
LIGHT NATIVE COWS	18-19	20	23½-25	41

All prices quoted are the range on best selection of standard tannages using quality rawstock.

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leeway on prices. Better grade leathers bring around 97c and below; most interest below 90c and down as far as 75c or lower. Men's weights bring as high as \$1.11 for top grades, \$1.05 for good grades, and 95c and down for best sales. Suede also \$1.10 and down but business much better below 95c.

Sheep Steady

Not too much new business around this week in sheep leathers but Boston tanners are working on old orders, report a new order or two here and there. Strength of pickle skin prices allows few concessions in finished leather prices.

Boot linings find some business around 26c; shoe linings do best at 20c and below. Chrome linings pegged at 28c and below by most tanners. Colored vegetable linings fair at 36c and below.

Sides Still Move

Although business in side leathers is well below volume of past weeks, there is still a good deal of leather moving. Most new orders are from shoe manufacturers who have waited for new shoe orders, now rush in to fill requirements. Tanners have little to offer for quick delivery.

Prices a bit more mixed than recently, due mostly to weakening of hide market. However, better grade leathers, still most wanted, hold close to former levels. Weaknesses more evident in run-of-mill leather.

Combination-tanned extremes generally at 53c and below for HM weights; 52c and below for M weights. Vegetable-tanned extremes at 53c and below. Combination-tanned kip sides at 58c and below for HM weight, 57c and down for M weights. Chrome-corrected kip sides 60c and down for HM; 58c and below for M. Work shoe elk 42-43c and down; work shoe elk 40-44c.

Splits Same

Best business in splits still in suede splits, according to leading Boston tanners. Linings are fair but activity is down from former levels.

Heavyweight suede splits move best at 44c and down for black and colors although some tanners still ask up to 46c. Women's weight splits do little if any business above 38c for black and colors. Linings priced between 20-30c with better sales in mid- to low-20's. Gussets do little above 18-19c.

Kid Active

Kid leather tanners of Philadelphia report business is quite active. Tan-

ners believe that shoe manufacturers are low in inventory. Whatever the reason for the current demand, the tone is one of optimism.

The only real drawback right now is that rawskin prices are firm and show signs of going higher and higher. On the other end, there is price resistance on the part of the shoe manufacturers, so that the tanner is caught right in the middle. However, so far, tanners have kept to their list prices and have been able to secure them.

In actual sales, black suede remains far ahead of everything else in demand. No new development in white reported this week. Glazed selling fairly well in black with increased business anticipated. Many local tanners are not handling colored glazed and they are satisfied to stick to black right now, finding it more satisfactory.

Linings going along fairly well. Nothing new reported on slipper leather. Nothing in crushed this past week. Satin mats are for all practical purposes considered a dead issue.

Average prices quoted:

- Suede 32c-96c
- Glazed 25c-92c
- Linings 25c-55c
- Slipper 25c-60c
- Crushed 35c-75c
- Satin Mats 69c-1.20

Work Glove Routine

Some routine business done again this week in work glove splits. While prices firm, no change reported and tanners' lists seemed to remain pretty much the same as in the past few weeks. LM weight is still quoted up to 15c for No. 1 grade, 14c for No. 2 grade and 13c for No. 3 grade. M weight alone continues at 16-17c for No. 1 grade, 15-16c for No. 2 grade and 14-15c for No. 3 grade.

Bag, Case and Strap Mixed

Some business done from time to time in bag, case and strap leathers. Regarding bag leather, reports in some quarters say that supplies of wanted types not always obtainable for the delivery dates required and this seems particularly true as regards calf descriptions.

Then, too, there is the matter of colors desired and sellers not always able to meet buyers' needs. Most business booked now is for Jan. delivery with sellers catching up on deliveries against old sales. This leather will be used by manufacturers in turning out finished products for the Spring and Easter trade.

Case leather holding steady at 46-48c for 2/3 ounce, 48-50c for 3/4 ounce and 50-52c for 4/5 ounce. Grade A russet strap leather firm with 4/5 ounce quoted at 56c, 5/6 ounce at 58c, 6/7 ounce at 60c, 7/8 ounce at 62c, 8/9 ounce at 64c, 9/10 ounce at 67c and 10/11 ounce at 70c. B grade russet still quoted at 3c less and C grade discounted another 6c. Premiums over russet are charged for colors amounting to 2c and for glazed to the extent of 3c.

Belting Good

Belting leather tanners of Philadelphia say business still "pretty good." Slight drop in hide prices does not seem to have had any affect upon rough belting leather prices as far as bend butts are concerned. Shoulders dropped 1 to 2c.

Curriers report that this past week has been a good one with buyers meeting the new prices. All local curriers have now brought their prices up from a 1c decrease on No. 2 12" centers and 24" centers, all quotations as quoted for the past two weeks. This past week some curriers reported that it was necessary to work overtime.

AVERAGE CURRIED LEATHER PRICES

Curried Belting	Best Selec.	No. 2	No. 3
Butt Bends	1.30-1.35	1.25-1.31	1.13-1.27
Centers 12"	1.61-1.64	1.53-1.55	1.39-1.45
Centers 24"-28"	1.56-1.58	1.49-1.52	1.40-1.43
Centers 30"	1.39-1.52	1.34-1.46	1.29-1.30
Wide Sides	1.72-1.28	1.08-1.23	1.01-1.08
Narrow Sides	1.04-1.20	1.00-1.16	.94-1.00
Premiums to be added: Ex Light, plus 5c; Light, plus 7c; Heavy, minus 5c-10c; Ex Heavy, minus 5c.			

Garment Tight

One of the big difficulties tanners of garment leathers have experienced of late has been inability to meet delivery requirements of leather buyers. Some producers say that they could have sold a lot more leather to manufacturers but could not take on business for immediate and nearby delivery because of being well sold up. Some business booked as far ahead as Feb., but both manufacturers and tanners do not like to make long commitments. Latest reported sales of horsehide garment leather involving good tannages were at 38c and down, with average price basis around 34-35c.

Strength in both domestic and foreign raw pickled skin markets has given sheepskin leather markets a firmer undertone. Many sellers have tightened up in their ideas, asking and maintaining full lists in latest business. Suede finish of best tannage brings up to 32c and down, with good productions at 29-30c and ordinary volume productions at 25-27c.

Grain finish has been firmer and brought 30c and down, with 20c said to be an average volume basis.

Tanning Materials Market

Raw tanning materials market firm and prices mostly unchanged over last week. Wattle Bark up slightly to \$104 due to higher rate of exchange. Sumac quoted \$10 higher per ton. Extracts unchanged. Tanning Oils prices continue firm and demand quite active.

Raw Tanning Materials

Divi Divi, Dom., 45% basis shp't. bag	\$70.00-\$72.00
Wattle bark, ton "Fair Average"	\$104.00
Sumac, 25% leaf "Merchantable"	\$100.00
Ground	\$120.00
Myrobalans, J. I's	\$46.00
Genuine	\$48.00
Crushed, 40%	\$85.00
Valonia Cups, 30-32% guaranteed	\$65.00
Valonia Beards, 42% guaranteed	\$55.00
Mangrove Bark, 30% So. Am.	\$60.00
Mangrove Bark, 38% E. African	\$79.00-\$81.00

Tanning Extracts

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.i.	5.10
Barrels, l.c.l.	5.42
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.i.	10.92
Bags, l.c.l.	11.85
Cutch, solid Borneo, 55% tannin, plus duty	.08%
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
bbis, c.i.	.06%
Oak bark extract, 25% tannin, lb. bbis, 6 1/2-6%, tks.	.06%
Quebracho extract	

Solid, ord., basis 63% tannin, c.i.	.11
plus duty	31.64
Solid clar., basis 64% tannin, c.i.	.12
plus duty	3.16
Wattle extract, solid, c.i.	.11
(plus duty) East African	.11
Wattle extract, solid, c.i.	.11%
(plus duty) South African	.11%
Powdered super spruce, bags, c.i.	.05%
.05% l.c.l.	.05%
Spruce extract, tks. f.o.b. wks.	.01%
Myrobalan extract, solid, 55% tannin (plus duty)	.07%
Myrobalan extract, powdered, 60% tannin (plus duty)	.10
Valonia extract, powdered, 62% tannin (plus duty)	.09%
Quebracho Extract, Powdered, Swedish spray dried, 74-75% tannin	.16%
Wattle Extract, Powdered, Swedish, 73% tannin	.15%
Powdered Spruce, spray dried, Swedish	.3%
Myrobalan, Swedish, Powdered 68-70%	.11%
Oakwood, Swedish, solid, 60-62%	.11%
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11%
Larchbark, powdered, Swedish spray dried, 58-60%	.12%

Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	\$1.00-\$1.05
Cod, sulphonated, pure 25% moisture	.14
Cod, sulphonated, 25% added mineral	.12
Castor oil, No. 1 G.P. drs. l.c.l.	.28%
Sulphonated castor oil, 75%	.26
Linseed oil, tks. f.o.b. Minn.	.15
drums	.187-.191
Neatfoot, 20" C.T.	.32
Neatfoot, 30" C.T.	.30
Neatfoot, prime drums, c.i.	.16
l.c.l.	.18
Neatfoot, sulphonated, 75%	.16%-17%
Olive, denatured, dra. gal.	2.10
Waterless Moellon	.16
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.12
Common degas	.11-.12
Neutral degas	.30-.31
Sulphonated Tallow, 75%	.12-.13
Sulphonated Tallow, 50%	.08-.09
Sponging compound	.13-.14
Split Oil	.11-.12
Sulphonated sperm, 25% moisture	.14-.15
Petroleum Oils, 200 seconds visc., tks. f.o.b.	.17
Petroleum Oils, 150 seconds visc., tks. f.o.b.	.16
Petroleum Oils, 100 seconds visc., tks. f.o.b.	.14



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PACKER HIDES MOVE IN GOOD VOLUME; PRICES STEADIER

Active Selling Develops In Most Selections With Demand Growing

Big Packers Selling

Three of the big packers were very free sellers and the fourth also sold some hides in fairly broad trading this week. Trading got off to an early start and, on Tuesday alone, close to 80,000 hides were sold at steady prices.

Branded cows in best demand but good interest shown in butt branded, heavy Texas and Colorado steers. Heavy native cows, which had sold down to 16½¢ for northern points and 16¢ for river points late in the preceding week, also wanted.

While somewhat reticent about paying steady money at the beginning of the week, buyers of heavy native steers climbed into the market when they saw the volume business developing in the other selections. From all indications, it looked like big packers would have little difficulty in cleaning up all the hides they wanted to sell at the going prices and boosting trading over the 100,000

mark this week as they did in the preceding period.

One selection which packers found slow due to lack of demand from upper leather tanners was light native cows. Business done by outside independent packers at a half cent lower basis made this selection vulnerable to possible further reductions. In absence of any volume trading, supplies of light cows have tended to accumulate.

Meanwhile, other selections of light hides have kept fairly well sold up and packers have not been pressing for business in light and ex. light native and branded steers because production of these hides is seasonally smallest.

Native and branded bulls not too plentiful and prices virtually unchanged.

Independents Move

Most large midwestern killers have not hesitated to accept business at going prices. This week was no exception, Packers' Ass'n. and a Minnesota packer selling about 2,400

heavy native steers at 16½¢. Ass'n. also sold 1,400 branded cows at 15½¢ and a Minnesota packer 1,400 of the same on steady basis of 15¢ for northern.

Some business developed in light native cows. A large Iowa packer sold a car of Ottumwa production at 18½¢ while a Wisconsin packer sold 2,200 light cows at 18¢, considered a half cent decline in some quarters.

Eastern packers seem to have cleaned up supplies of heavy native steers at 16½-17¢, heavy native cows at 16-16½¢ as well as butts at 14½¢ and Colorados at 13¢. On the Pacific Coast, limited trading was reported at 14-13¢ for heavy branded steers with 15¢ paid for ex. light and light steers and 14½¢ for branded cows. Packer southeastern hides unchanged at 21¢ for native and 19¢ for branded.

Small Packer Hides Ease

Prices easing to lower levels for productions of small packer hides in the various average weights

Lighter descriptions averaging around 40-42 lbs. sold down to 18¢ flat fob. shipping points and not too much follow-up demand on that basis. Some 44-46 lb. avg. hides traded at 17¢ flat fob. Some business in mid-west 46-48 lb. avg. hides at 16½¢ selected fob.

In general, most of the 50-52 lb. avg. small packers were sold around

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HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Dec. 18	Close Dec. 11	High For Week	Low For Week	Net Change
January	18.40T	17.90B	18.75	17.95	+50
April	16.00T	15.85B	16.42	15.90	+15
July	15.60B	15.50B	16.00	15.53	+10
October	15.00B	15.20B	15.70	15.25	-20
January	15.00B	15.00B	—
April	14.80B	14.80B	15.22	15.22	—
Total Sales: 301 lots					

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago	Suspended Ceilings
Heavy native steers	16½	16½	17½	19	28
Light native steers	19½	19½	20	26	31½
Ex. light native steers	21½	21½	22	28	34
Heavy native cows	16	16½-17	17½	20½-21	29
Light native cows	18	18½-19½	20	23½-26½	31
Heavy Texas steers	14½	14½	15	17½	25
Butt branded steers	14½	14½	15	17½	25
Light Texas steers	16½	16½	17	24	29½
Ex. light Texas steers	18½	18½	19½	26	32
Colorado steers	13	13	14	16½	24½
Branded cows	15	15½	16	20½	28½-29
Native bulls	11	11	11	15½	20
Branded bulls	10	10	10	14½	19
Packer calfskins	50	52½-55	50	52½-58	65
Packer hipskins	32	32	37	29	35½

the 16c mark, selected fob., some bring a half cent more and some a half cent less. Heavier descriptions up to 60-63 lb. avg. offered at 15c slow to sell and in some quarters it was thought the market was closer to 14c.

Market on small packer bulls, considered around 9c selected fob.

Country Scattered

Scattered sales made at easing prices. Some good country hides of locker-butcher description free of renderers sold down to 13c flat trimmed fob. shipping points. Several lots of mixed locker-butchers and moderate percentages of renderers sold from 12½c down to 11½c while renderer hides alone sold from 12c down to 11c flat trimmed fob., prices realized depending upon average weights, sellers, shipping costs, etc.

Some glue hides sold at 9½c and country bulls in carlots ranged 7½-7¾c fob.

Calf and Kip Uncertain

Resale offerings of packer and foreign calf along with recent easier undertone of the hide market brought out some offerings from two big

packers for the first time in many weeks. These sellers made available about 45,000 northern calf including St. Paul light and Wisconsin all weights. While one packer asked 55c for all weights and another asked 55c for light and 57½c for heavy northern calf, buyers seemed unwilling to better bids of 50c.

Intimations that packers would make concessions by selling light calf at 50c and northern heavies at 52½c but tanners not showing any anxiety to buy even at 50c for allweights. One big packer sold 7,000 Ft. Worth, Lake Charles and Dallas kip at 37c and overweights at 32c. Another sold 4,000 Kansas City-St. Louis kip at 40c. Last sales of packer slunks at \$2.25 for regulars and 80c for large hairless.

In small packer market, some sellers asking up to 45c for calf but buyers have not paid over 40c for the regular run of small packer allweights. Last sale of small packer kip was at 40c. One car of mixed small packer kip and city butchers sold at 25½c. One car of country allweight calf sold at 22c and a few lots of country kip brought 19-19½c fob. shipping points.

Horsehides Slower

Trading somewhat slower in this market. Following recent sales, most producers found themselves fairly well sold up and have been slow to make new offerings.

Some sources say production of horse hides is falling off. Federally inspected slaughter of horses in November totaled 28,970 head compared with 33,843 in November 1951. For the 11 months this year, the inspected kill was 326,051 vs. 310,161 for the same 1951 period.

Meanwhile, good northern slaughterer hides quoted at \$8.00-8.50 for untrimmed and \$7.50-8.00 for trimmed lots fob. shipping points as based on last sales. Horse tails unchanged at last trading levels ranging 85-90c for selected lots and 75-80c for average.

Some business done at 50c average for less desirable southern horse tails. Cut stock sells occasionally and good northern fronts still bring \$5.85-6.00 and butts \$2.60-2.75 for regular lots of 22" and up.

Sheep Pelts Steady

Market holding quite steady on shearlings and clips. Big packers

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**YESTERDAY — TODAY —
ALWAYS**

DERMABATE

**COMPOUNDS AND LIQUID EXTRACTS
AMERICAN EXTRACT CO.**

PORT
ALLEGHANY, PA.

selling clips at \$2.75, No. 1 shearlings at \$2.25, No. 2s at \$1.50-1.60 and No. 3s at \$1.00-1.05. Some mixed small packer and city butcher No. 2s sold at \$1.40 along with No. 3s at 95c.

Market for Dec. lamb pelts strengthened with latest business in choice westerns at \$4.25-4.50 per cwt. live-weight basis. Full wool dry pelts unchanged at 30-31c, last paid fob. shipping points.

There seems to be a little tanner resistance developing in pickled skins but some lambs sold at \$14.00 per dozen and sheep at \$15.00-15.50 per dozen.

Dry Sheepskins Spotty

Some recent trading in "Cap" Rio Grande Argentine frigorifico pulling lambs involving about 310,000 to 320,000 skins aggregating around \$500,000. At last Australian auctions, Melbourne reported sales at one to two pence dearer, half wool and up, sound pelts par to one pence

dearer, others unchanged, while at Sydney, 46,500 pelts offered and sold generally one to three pence dearer.

Hair sheep markets have shown little change as buyers still below what sellers willing to pay. Brazil cabrettas cannot be sold under \$13.00, basis manufacturers, based on shippers' asking levels and selling quarters here state that they cannot get buyers to meet that level for regulars.

In Nigerians, some offers of Sokotos at 70c per lb., basis primes, with bids 5c less refused. No late offers of dry salted Sudans. Capes continue strong with gloves selling to England at very high levels.

Pickled Skins High

Buyers seem unwilling to follow high levels asked for New Zealand skins. Although some sales made, this was due principally to buyers wanting the skins quickly and some steamers were being loaded so that

they could get them in for this season. However, for later delivery, they seem to show but little interest, especially at the prices asked.

Reported that some additional quantities of North Island lambs sold at 95 shillings. North Island sheep held at 120 shillings. Domestic market firm at \$14 for lambs and \$15-16 for sheep.

Reptiles Slack

Although selling quarters report few offers, buyers are not worried as they have withdrawn from the market for time being. Reports indicate shippers quite firm due to small available supplies.

Some Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, combined with skins averaging 4¾ inches, offered at 75c but no interest. Cobras, 4 inches up, averaging 4½ inches, 80/20 selection, held at 46c, and skins averaging 4¾ inches, 70/30 selection, at 51c.

Alum tanned water snakes salable at 13-13½c for 3 inches up, averaging 3¼ inches, 70/30 selection, but shippers asking 14-15c for business. Siam market slow as buyers have low set views. Rising exchange has caused shippers to advance their prices.

Deerskins Slow

Very little business passing as most buyers are out of the market. Reported that a small lot of Maranh (Brazil) "jacks" sold at 70c fob., but most buyers' views are under 68c fob., basis importers. Not many offers received and shippers remain firm in their views.

Difficult to confirm any business in New Zealand skins. Price differences of buyers and sellers have retarded sales of Siam deerskins.

Pigskins Scattered

Only scattered sales can be confirmed and at a price as most buyers are out of the market for the time being. Some Bolivian grey peccaries sold at \$1.60 and blacks at \$1.40, c&f., basis importers. Brazil peccaries generally slow. Some Manaus grey peccaries sold around \$2.20, basis mfrs.

Peruvians slow as the new season will not open until after the first of the year. Occasional sales reported in other varieties but these are odd lots and prices vary as to sellers and assortment.

Dry Chaco carpinchos wanted at \$3.00 c&f., but most shippers have higher views. Some business done at \$3.10 and wet salted capivaras at close to \$3.00, basis manufacturers.

VEGETABLE TANNERS

If you are interested in quality and customer satisfaction, you should investigate **ARKOTAN B®**

ARKOTAN B is a synton that assists in the production of a smoother grain, improved tensile strength, fuller and rounder feel and a clear, even color.

ARKOTAN B assists in the solubility of your extracts, permitting greater penetration and better take-up and reduces the sludge in the bath when solid Quebracho is used.

ARKOTAN B when used in the color pit, wheel or tail liquors improves the appearance of the grain and maintains the correct acidity in the tail liquor without the addition of acid at this point.

ARKOTAN B is used extensively in the re-tan wheels to produce added weight. Excellent for use on chrome re-tan upper leather where a tight break and solid feel is required.

Samples or demonstration of **ARKOTAN B** are available upon request.

Arkansas Co., INC.

NEWARK, NEW JERSEY

Manufacturers of Industrial Chemicals for over 45 Years



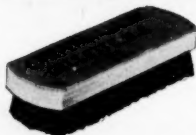
STIFF

BRUSHES

STIFF

#51

6 rows of
stiff Horsehair



#51-X

7 rows of
stiff Horsehair

For rough coating on splits • Hand made by master craftsmen

C. W. PENNINGTON

GILLETTE, N. J.

MILLINGTON 7-0166

News Quicks

About people and happenings coast to coast

Tennessee

• **Lucky Stride Shoes, Inc.**, is adding some 22,000 square feet of floor space to its plant at Maysville and will have an increased daily production average of 1,800 pairs daily. Total manufacturing space is now 58,000 square feet. The plant was opened in 1946.

• **Charles A. Schieren Co.** of Philadelphia, Pa., is gradually curtailing activities at its Bristol plant and will eventually suspend leather manufacturing operations in the city.

• **Acme Boot Co.** of Clarksville has announced plans to build a new manufacturing unit at Ashland City. The new plant will be used to turn out stitchdown cowboy boots, a less expensive boot than that made at the company's Clarksville plant. Cost of the plant is estimated at \$120,000. The Ashland City Industrial Corp. is providing the lot and will aid in construction of the almost all-glass plant. Work will be completed by March 1953 with 250-300 workers to be employed.

• The **Brown Shoe Co.** plant at Savannah, established in 1946 and operated continuously without a major shutdown, held its first open house recently. The plant has a daily capacity of 4,200 pairs per day and an average weekly payroll of \$20,000.

Texas

• Featured speaker at the spring meeting of the **National Hide Association** June 15 in Houston will be **Homer Garrison, Jr.**, director of the Texas Department of Public Safety. Garrison is head of the famed Texas Rangers. John K. Minnoch, executive director of the Association, is presently polling NHA Midwestern members on the possibility of their flying to Houston as a group.

New Jersey

• **Walk-Well Scientific Shoe Fitting Co.** has opened for business at 24 Park Place in Morristown. The firm will retail juvenile footwear.

• Machinery and equipment of **Ever Yours, Inc.**, Paterson maker of footwear, was sold recently at public auction, it is reported.

Connecticut

• Assets of **Martin Markoff**, trading as Markoff's in New London, have been sold for \$5,400, it is reported. The firm retails women's footwear.

Missouri

• **E. F. Proctor Associates** of St. Louis has been appointed mid-Western representative for **Parva Buckle Co.**, Mt. Carmel, Conn., maker of tongueless shoe buckles. Stanley Ford, Parva sales manager, says that Proctor, an affiliate of Proctor Counter Co., will handle the Parva line in Missouri, Tennessee, Michigan, Ohio, Indiana, Illinois and Wisconsin. Parva now has six representatives in the U. S. and Canada as well as one export agent.

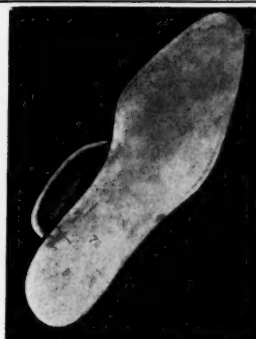
Massachusetts

• **Harvard Coated Products Co.** has developed a new vinyl material of exceptional eye-appeal for wide open California process play shoes in which the sock-lining plays an important sales role. Called Saddle Print, the material has the soft glowing color and rich characteristics of natural saddle leather, the company claims. It is being widely sampled and already proved a valuable sales stimulant.

• Auction sale of stock and fixtures of **Lester's Shoe Mart**, shoe retailer in Jamaica Plain, was held recently on the premises.

• **Consolidated Plastics Co., Inc.**, and **Consolidated Rubber and Plastics Co., Inc.**, has moved into a new plant at 403-407 Main St. in Melrose.

• **Grace Shoe Co.** in Newburyport, manufacturer of women's footwear retailing at about \$7, has increased



Channelled and stitched to the innersole ready for assembling into the shoe.

Prep up Shoe Sales with a Real Uplift • Increased Shoe Wearer's comfort • Stands up to the roughest wear • Guaranteed to retain its shape • Aids in the prevention of fallen arches

Niles Shoe Products Co. FITWELL BRAND

Eikhorn, Wisconsin

Division of Van Horne-Kaestner Leather Co.

Counters . . . Wedges
Underlifts . . . Top-
lifts . . . Rands . . .
Welt Extenders . . .
Outsoles . . . Uplifts.

FOR POSITIVE TACK DETECTION

ADRIAN

X-RAY Shoe Inspector

Visual fluoroscopic inspection — no fingertip searching to locate sharp tack points. Shows entire shoe interior, shank, staples at a glance.

Faster—one employee with Adrian X-Ray can do the work of two using other means. **Easier**—requires no training to operate with expert efficiency.

No Installation Problem—One self contained unit on castors for easy location — uses ordinary 110 volt, A. C. current — only 30" x 30" floor space. **Class A, Cabinet Type Unit**—Totally enclosed, totally protective. Built to American Standards Ass'n. Spec. **Guaranteed**—Sold outright or leased.



Full details
on request.

**M. B. ADRIAN & SONS
X-RAY CO.**

352 E. Ward St., Milwaukee, Wis.

production to some 2,000 pairs daily. Officers are David Rosengard and Barton Kramer.

- **Kangaroo Tanners**, Boston group comprising **Surpass Leather Co.**, **Ziegel Eisman Co.** and **Richard Young Co.**, is now paying into an advertising fund five percent of sales. The fund is for the use of shoe manufacturers (making kangaroo leather shoes) to add to their own appropriations and thus increase the scope of their advertising. The new plan goes into operation on Jan. 1, 1953.

New Hampshire

- Officials of **Allied Kid Co.** of Boston, which recently purchased **Brezner Tanning Corp.**, Penacook, were tendered a reception by Concord city and New Hampshire state officials at the Eagle Hotel in Concord on Dec. 13. Among those invited to the affair were Benjamin Simons of Boston, president of the Allied Kid Corp.; Melvin M. Snider of Penacook, president of the Brezner Tanning Corp.; Nathan Brezner of Boston, founder of the Penacook plant, and other company officials; U. S. Senator Styles Bridges and Charles W. Tobey, Governor-elect Hugh Gregg, Mayor S. O. Walker, City Manager Woodbury Brackett and others. William F. Roy, statistician for the State Labor Department. "After Easter, however," Roy added, "the outlook is uncertain and employment may level off."

New York

- **Trefousse Gloves, Inc.**, has rented space at 440 Fourth Ave., New York City.
- Members of the **Hide, Skin and Leather Division** and of the Luggage and Leather Goods industry contributed generously to the **Federation of**

Jewish Philanthropies at the annual dinner held Dec. 11 at the Harmonie Club in New York.

- The **Juvenile Shoe Guild**, trade association composed of 14 New York children's shoe retailers, has engaged a hired nurse to visit doctors and acquaint them with the work done by the Guild in assuring children of properly-fitted shoes.

- **Lawrence Engel** has added the sponge arch and heel pad lines of the **Lewiston Rubber Co.** to his New York, New Jersey coverage.

- **Selva & Sons**, shoe manufacturer, has assigned its advertising to **Getschal Co., Inc.**

- **Peditex** has been organized to covert and distribute shoe fabrics, according to Mervin Newell, president of Spuntex Mills, New York. Newell will serve as president of Peditex while his wife, Claire, will be vice president.

- The Advisory Board of the **National Authority for the Ladies' Handbag Industry** has decided to set the first Monday following New Year's Day as a permanent date for the annual spring opening. First such date is Jan. 5, 1953.

- **Debonaire Shoes, Inc.**, has been organized to manufacture footwear at 200 Tillary St. in Brooklyn. Officers are Willard Ratner, president and treasurer, and Mrs. T. Ratner, secretary. The new firm has acquired the assets of the defunct Airline Shoes, Inc.

- A **Luggage and Leather Goods** fashion show will be held Jan. 4-6 in the Carpenter Salon of the Waldorf-Astoria.

- Two of the oldest glove manufacturing firms in Gloversville—40-year-old **Alexette Glove Corp.**, and 75-year-old **Bacmo Postman Corp.** —

have joined and will operate after Jan. 1 as the **Alexette Bacmo Glove Corp.** Officers will include Jacob A. Zuckerwar, chairman of the board; Richard W. Zuckerwar, president; and Kurt E. Rodenberger, in charge of New York office.

- **Semet-Solvay Division of Allied Chemical & Dye Corp.** has announced it is now producing on a small plant scale in Buffalo a new material derived from ethylene, called **Alcowax**, which is being offered to the packaging, polish and coating industries, including leather-finishing compounds.

- **Anbar Trading Co., Inc.**, job lot shoe wholesaler, is reported to have moved from 114 West Broadway to a new location at 181 Church St.

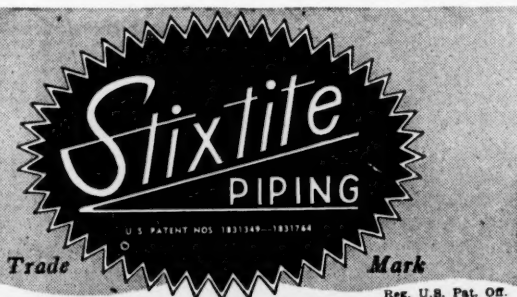
- **The Coward Shoe Co., Inc.**, is reported opening a new branch store during Feb., 1953, at 80 North Franklin Ave., Hempstead, Long Island.

- **Arnold Fein** has purchased interests of **Samuel Hersh** in **Hersh & Back Shoe Corp.**, New York wholesaler of children's footwear, it is reported. Fein will become secretary of the corporation. Corporate style will continue as is for the present, according to Fein.

- **Herman Schwartz** and **Manny Kestenbaum**, trading as **Bel-Dor Bootery**, are reported to have taken over the family footwear retail store located at 221 East 167th St., New York City. The store was formerly operated by **Jack Weininger, Inc.**, which will continue to operate another store in Queen's Village, Long Island.

- The **New York Shoe Wholesalers Association** has scheduled its semi-annual spring showing for Jan. 11-14. **Edward Lipkowitz** of **Powell & Campbell, Inc.**, show chairman, re-

Always Remember:



UNITED STAY COMPANY, Inc. 222 THIRD ST., CAMBRIDGE 42, MASS.

ports that showrooms will be located in member showrooms located on Reade and Duane Streets.

- **Radio and TV advertising of Thom McAn Shoes**, division of Melville Shoe Corp., has been placed with Anderson & Cairns, Inc., effective Jan. 1, 1953. Stewart P. Brown is account executive.

- **S. & R. Shoe Co., Inc.**, has been organized to manufacture footwear at 449 Troutman St., Brooklyn.

- Chapter XI plan, already accepted by majority of creditors of **Norma Footwear Corp.**, Brooklyn footwear manufacturer, provides 35 percent settlement of which 12½ is to be paid in cash and the balance in endorsed notes extending to June 1954. Liabilities are listed at \$136,421. Creditors have also received an alternative offer to purchase their claims for 25 percent of face amount in cash.

- **National Stores** reports it will have 100 retail shoe stores in operation by next Easter. President Louis Fried reports opening of a new retail outlet at 37-40 74th St., Jackson Heights, and adds that the 100th unit will be opened early next year at 34th St., between Sixth and Seventh Avenues.

- **La Mendola** of New York City has tripled its production facilities, enabling it to turn out some 2,500 pairs of theatrical and ballet slippers daily. Charles Rumons is in charge of production.

Michigan

- **Wolverine Shoe & Tanning Corp.** of Rockford reports a projected expansion of its line of pigskin work shoes. Adolph Krause, president, says the firm's Ithaca plant will soon be doubled in size with production of pigskin work shoes under the new schedule beginning around Feb. 1.

Canadian Notes

- Shareholders of **Agnew-Surpass Shoe Stores, Limited**, have been advised that the company intends to redeem on Jan. 5, 1953, on a pro rata basis 70 percent of the 138,512 5½ percent preferred shares presently outstanding at a price of \$10 per share. These shares were issued to common holders on Nov. 7 as an income tax-paid stock dividend of accumulated surplus.

The company has also authorized the creation of \$1,500,000 principal amount of first mortgage bonds and plans to issue about January 5, 1953, \$1,000,000 of these bonds which will bear interest at the rate of five percent per annum.

- **Victory Leather Goods**, Toronto, has made an assignment in bankruptcy.

- **B. & M. Shoe and Slipper Co., Ltd.**, Toronto, Ont., has given notice that application is being made for leave to surrender its charter.

- **Wholesale sales of footwear** across the nation increased 36.9% in dollar volume in Oct., 1952, compared with Oct., 1951, but value of their inventories dropped 11.9% in this period, Canadian Government reports.

- **Canadian shoe chains** increases their sales by 15.7% in dollar volume during Oct., 1952, compared with a year ago in this month, with the value of their stocks rising only 0.4% in this period, according to results of latest nationwide survey by Canadian Government.

- Canada's Defense Production Department has awarded contract as follows: **Gale Bros., Ltd.**, Quebec, boots, \$133,361.

- Exports of raw hides and skins by Canada dropped to only \$527,000 in Oct. this year compared with \$1,505,000 a year ago and totaled only \$4,273,000 in the first 10 months of this year as against \$12,102,000 last year. Exports of leather and products advanced to \$722,000 in Oct. against \$715,000 last year but totaled only \$5,729,000 in the first 10 months compared with \$8,172,000 last year.

- Sales of women's, misses' and children's shoes in **department stores** across Canada increased 12.7% in dollar volume in Oct. this year against same month a year ago, though value of such stocks in these stores declined 5.6% at Sept. 30 this year compared with same date a year ago. Sales of men's and boys' shoes in such stores increased 11.8% in this period but stocks dropped 18.1%.

- The Canadian Government reports there were only two bankruptcies in the boots and shoes trade across the nation in the third quarter of 1952 as against five in the same period of 1951, with both failures this year occurring in Quebec.

- Imports of **raw hides and skins** into Canada declined to \$4,280,000 during the first nine months of 1952 against imports valued at \$12,404,000 in the same period of 1951. Similarly, imports of unmanufactured leather declined in value to \$5,402,000 against \$7,822,000 a year ago and manufactured leather fell to \$5,379,000 against \$6,284,000 last year.

- The Canadian Government reports that consumption of all types of **rubber for footwear**, including heels, soles, etc., increased during Sept. to 1,800,498 lbs., involving more use of natural and reclaimed rubber and less synthetic. This compares with 1,721,289 lbs. used in the previous month.

WINSLOW

KIDDIE CHROME
FULL CHROME TANNED
LAMBSKINS

WINSLOW BROS. & SMITH COMPANY

STORES: BOSTON, 97 SOUTH ST. • NEW YORK, 12 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.

Whatever You Need....

...the NEW Goodyear Sole Laying Machine Model A is worthy of your interest!

Want More Production?

Note the wide open work area... no side rods to restrict the operator... work can be fed faster with less fatigue. Note the elimination of the last spindle... shoe can be positioned directly on the pad box... no waiting for the pad to rise. When doing women's or juvenile shoes, the stroke can be shortened by a quick adjustment for even more production.

Want Better Quality?

You get it by means of an entirely new pad construction which provides better overall contact with heaviest pressure where it's needed — over the inseam. Pressure capacity is 50% greater than attainable previously and degree of pressure can be readily adjusted by the operator to provide the proper conditions for the work being processed.

Want Inexpensive Maintenance?

Because of hydraulics, clutch, springs and gears have been eliminated, reducing parts wear to a minimum. Moving parts are few and self-bathed in oil. Fewer and better pad boxes too — normally one for all men's work, another for women's, a third, with interchangeable heel sections, handles all children's. Even the stationary toe pads are a money saver as they outwear roll type toe pads.

Want These New Features?

Hydraulic principle provides uniform pressure even with different last heights... cylinders simply raise pad boxes quickly to required height and selected pressure is applied. The machine is highly versatile, too — lays all types of soles and can be fitted for direct pressure leveling of infants' and children's shoes.

This new application of the hydraulic principle allows increased pressures, better control and economy of operation.

Production, Quality or Maintenance



UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

LOW-LEVEL MONTHS

(Concluded from Page 8)

if the low-level months could be raised to medium-level operations, while allowing the two or three peak-level months to remain as they are, it is obvious that a great net gain would be made in sales and production.

This, of course, leads up to an old story in shoe business: the desire and effort to level out peaks and valleys, to create a more balanced flow. Actually, as Table 1 shows, there are only two peak months (March and August) in shoe production. And likewise with retail shoe business—December and March (or April, if Easter breaks in that month).

December, of course, becomes a peak shoe store sales month primarily due to slipper, hosiery and other accessory items, rather than strictly for shoes. September is closer to a peak-level shoe month at retail, though in dollar volume it is far behind a March or April.

It is strange that the shoe industry (both manufacturing and retail) has not only submitted to this peak-and-valley type of operation, but have continued to willfully encourage it in the face of its costs and losses.

For example, in the case of national magazine advertising by shoe manufacturers, in 1950 a total of \$7.7 millions was spent in this medium. The two peak advertising months were March and September. There were four medium-level advertising months (April, May, October and November.) The remaining six months were low-level. The expenditures for advertising during the peak-level months were anywhere from 300 to 1100 percent above those of low-level months. (See table below).

1950 National Magazine Advertising (000 omitted)

Jan.	\$ 143,583
Feb.	392,739
Mar.	1,292,080
Apr.	911,843
May	911,976
June	368,039
July	87,301
Aug.	493,041
Sept.	1,218,067
Oct.	864,205
Nov.	630,270
Dec.	366,044

\$7,679,188

Local retail shoe advertising pretty much follows the same pattern of unbalance, except for a shift in dates. The same applies to other merchandising efforts other than advertising.

The question arises: if equal or at least greatly stepped-up promotional and merchandising effort were made during the low-level months, is it not reasonable to assume that customer response would raise the low-level months closer to the medium-level months? Do not customers wear and buy shoes 12 months of the year? While it is obviously true that apparel purchases (shoes included) must be geared to seasonal needs, and hence sales opportunities are higher during these periods, it does not rule out the probability of a higher level of sales during "off-season" months providing there is support of intense merchandising effort.

Additional Seasons

However, merchandising effort is not enough. *Special footwear must be created and promoted to have special appeal during off-season months.* This may require the creation of additional "seasons."

For example, some 18-20 years ago the industry enjoyed no such thing as a summer shoe season. There was the brief "white" season—about six weeks from late May to early July—and it was all over. Today, due to specially created casual and play-shoes, colorful and inexpensive, the summer shoe season is more extended and more important. It has excellent growth possibilities.

However, the real target is such months as November, January, February and others. The industry has tended to write off these months as having little possibility because they are awkwardly in-between season months.

But, for example, why not the exploitation of an item such as "cold weather footwear fashions"? A fall shoe purchased in September is nevertheless worn through cold-weather months where the conditions and environment, both fashion-wise and utility-wise, are distinctly different. The industry might see a surprisingly excellent response to the opening of a new seasonal item such as "cold weather footwear."

However, this brief article is intended only to highlight two important facts: that the traditional peak-and-valley operation of shoe business runs up "waste" costs; and it by-passes opportunities to substantially increase production and sales and per capita footwear consumption.

And to close on a philosophical note: wherever there is a shortcoming there is an opportunity to make it profitable by creating a remedy for it.

CONTRACT TANNING of SPLITS and SHEEP

AGENTS

GEO LIMON TANNING CO
Peabody, Mass.
A. J. & J. R. COOK CO.
San Francisco, Los Angeles
WALTER HARDTKE
Milwaukee
BIRON & CAHN
New York



CONTRACT FINISHING of ALL KINDS

AGENTS

JOSEPH B. AYLOR
Cincinnati
J. S. NORMANDS
Fort Worth
GEORGE J. EBERLE
St. Louis
WOLF INTERNATIONAL
INC.
Milwaukee

Inquiries invited for

INDIAN VEGETABLE TANNED KIPS AND CHROME TANNED
KIPS IN CRUST CONDITION.

EASTERN TANNERIES LTD.

MAJID AHMAD ROAD

KANPUR, INDIA

CLASSIFIED ADVERTISING

Wanted and For Sale

Tannery For Sale

DEATH OF OWNER requires sale of fully equipped small tannery in Newark, N. J. Priced for immediate sale.

Call or write—Nathan D. Bergman, C.P.A., 790 Broad St., Newark, N. J. Phone Mitchell 2-1581.

Tartan Travel Rugs

Luxurious 100% Pure Wool Rugs for Motoring, Travelling, Sportsmeetings, etc.:

Royal Stewart Tartan . . . Predom Colour Red
Dress Stewart Tartan . . . Predom Colour White
MacBeth Tartan . . . Predom Colour Blue
Size 60" x 76", this is a Top Class product offered at the very cheap price of \$11.00 each. Carriage and insurance paid. Payment by cash or international money order. Prompt delivery.

ELMIC COMPANY
6, Montreal Rd.,
BLACKBURN, Lanes., ENGLAND.

WE OFFER THE FOLLOWING MACHINERY FOR SALE, F.O.B. NEW YORK CITY:

6 United four foot dinkers @ \$450 each
2 Parsons four foot dinkers @ \$375 each
2 United sole stamping machines @ \$250 each
1 Baling machine with about 300 lbs. of wire @ \$125
1 heavy sole roller Quarmbly & Hilliker 48" @ \$225
2 United baby splitters @ \$175 each
1 United 48" stripper @ \$250
1 Quarmbly & Hilliker stripper 60" with special built large steel table @ \$750
1 old Peerless buffer, sold as is @ \$175
1 very old Knock Blocker, sold as is @ \$75
MORRIS FELDSTEIN & SON, INC., 85 Gold St., NEW YORK, 38, N. Y.

Partner Wanted

PARTNER WANTED: In hand tailored boots and shoes, made to measure. My reputation is tops in the business, is international. My customers are wealthy, price of product no object. Need partner qualified to help me design and make patterns. Now working 6 men, could use 6 more. Partner must be sober, congenial and willing to work hand in hand with me. He must buy half interest. Investment can be regained in 2 or 3 years, besides a good living as we work. Located Houston, Tex. In business over 25 years. For details, address M-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Belt Knife Splitter

WANTED: 57" Turner belt knife splitter. Must be in good condition.

Address M-8,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale

YOUNG HEEL COMPRESSOR
Good condition
Highest offer
Address M-9,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$3.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Contract Tanning Wanted

SUEDE for glove and garment, also deerskin and goat grain from raw or pickle.

Post Office Box 59,
Johnstown, N. Y.

Tannery Wanted

SMALL TANNERY WANTED in the Middle West, South, or Southwestern states. Send full description of location and equipment, also price.

Address M-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Blue Splits Wanted

BLUE SPLITS WANTED: Car or truckload quantities. Untrimmed or trimmed. Also Blue Shoulder Splits, Bottom Splits, etc. Steady user.

Address M-12,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Situations Wanted

Buffer

EXPERIENCED hand-shilliker buffer desires a position. Has 25 years of experience on all types of leather.

Address M-11,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Leather Cut Sole Salesman

Leather cut sole salesman, presently employed calling on men's and women's shoe manufacturers in New England, desires position with rubber soling company. Best of references. Write Box Z-2, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

Shoe Salesman

Single, versatile young man familiar with manufacture of Women's California Process, Sport and Ballerina Shoes in the popular price range, seeks to represent reputable shoe manufacturer in metropolitan New York. Also willing to travel in New England States and New Jersey.

If interested, a highly successful export department could be initiated. Highest references. Available immediately.

Write Box Z-1, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.



At your age!

If you are over 21 (or under 101) it's none too soon for you to follow the example of our hero, Ed Parmalee (above) and face the life-saving facts about cancer, as presented in our new film "Man Alive!"

You and Ed will learn that cancer, like serious engine trouble, usually gives you a warning and can usually be cured if treated early.

For information on where you can see this film, call us or write to "Cancer" in care of your local Post Office.

American Cancer Society



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Coming Events

March 1-4, 1953—Allied Shoe Products and Style Exhibit, Hotel Belmont-Plaza, New York City.

March 3-4, 1953—Showing of American Leathers for Fall and Winter, 1953. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

April 9-10, 1953—Spring Meeting of Tanners' Council of America, Inc. Boca Raton Club, Boca Raton, Fla.

April 19-22, 1953—St. Louis Shoe Show, sponsored by St. Louis Shoe Manufacturers Association in leasing St. Louis hotels.

April 26-28, 1953—Fifth Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati, O.

May 3-7, 1953—Popular Price Shoe Show of America showing of footwear for Fall and Winter 1953. Sponsored by National Association of Shoe Chain Stores and New England Shoe and Leather Association. Hotels New Yorker and McAlpin, New York City.

June 7-10, 1953—Annual Convention of American Leather Chemists' Association. Netherlands-Plaza Hotel, Cincinnati, O.

June 15-16, 1953—Annual Spring Meeting of National Hide Association. Shamrock Hotel, Houston, Texas.

August 17-19, 1953—Allied Shoe Products and Style Exhibit, Hotel Belmont-Plaza, New York City.

August 18-19, 1953—Showing of American Leathers for Spring and Summer, 1954. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

October 22-23, 1953—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Oct. 26-29, 1953—National Shoe Fair, sponsored jointly by National Shoe Manufacturers Association and National Shoe Retailers Association at the Palmer House and other Chicago hotels.

Deaths

Frank B. Morrow

... 60, *shoe executive*, died Dec. 14 at his home in Newmarket, N. H., after a brief illness. Formerly a resident of Swampscott, Mass., he had served in an executive capacity with I. J. Melanson Shoe Co. He was widely known as a bass singer and appeared at numerous concerts. He leaves two sons, Frank B., Jr., and Joseph M.; a daughter, Mrs. June Kokins; and five grandchildren.

Gene R. Thomas

... 40, *shoe chain executive*, died recently in an automobile accident when his car was struck by a passenger train at an intersection in Indianapolis. Well known in the shoe business, he managed a chain of retail stores in Indiana at the time of his death. Surviving are his wife, Jacqueline; a daughter, Melanie; and his parents, Mr. and Mrs. Harry L. Thomas.

Russell A. Chipman

... 55, *shoe machinery executive*, died Dec. 15 in Danvers, Mass. He was a cost accountant for United Shoe Machinery Corp. in Beverly at the time of his death. A native of Provincetown, he graduated from Tufts College in 1919 and was a veteran of World War I and a member of the National Association of Cost Accountants. He leaves his wife, Maude; a daughter, Mrs. Harry Vosburg; a son, John; and a sister, Mrs. Joseph Russell. Services were held Thursday, Dec. 18 in Beverly.

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Aaron Horn

... 76, *chemical manufacturing executive*, died last week at his apartment in New York City after a long illness. Horn was chairman of the executive committee and a director of Sun Chemical Corp., Long Island manufacturer of chemicals for industry. Horn had been active in the firm for many years. He was a director in many firms and active in community affairs.



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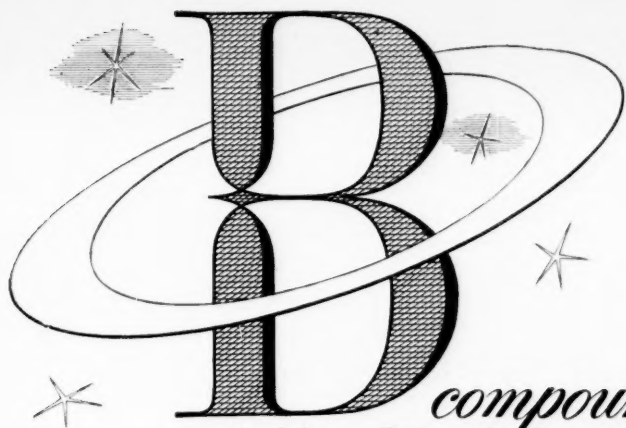
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